

Analyst Firm Influence
Market: ERP

ANALYST FIRM	BUYER INFLUENCE			MARKET INFLUENCE		
	High	Mod	Low	High	Mod	Low
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Aberdeen	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
AMR	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
ARC Advisory	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Forrester	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Gartner	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
IDC	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ovum	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

FACTORS CONSIDERED:

Client Base: vendor vs buyer AND # of clients

Target Audience: CIO/CTO, Technical Staff, LOB Management, Executive Management

Communication Channels: Relative emphasis on publication, media quotes, client inquiry, and conferences

Sort Analyst Firms
Alphabetically

Clear Analyst Firm
Ratings

Interactive Analyst Tiering Workbook
Analyst Firm Influence Rankings
Market: ERP

ANALYST FIRM	BUYER INFLUENCE	BUYER INFLUENCE
AMR	1	High
Gartner	1	High
Aberdeen	2	Mod
Forrester	2	Mod
IDC	2	Mod
Ovum	2	Mod
ARC Advisory	3	Low
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	

Sort Firms by
Buyer Influence

ANALYST FIRM	MARKET INFLUENCE	MARKET INFLUENCE
AMR	1	High
Gartner	1	High
IDC	1	High
Aberdeen	2	Mod
Forrester	2	Mod
Ovum	2	Mod
ARC Advisory	3	Low
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	
	4	

Sort Firms by
Market
Influence

Analyst Influence
Market: ERP

CRITERIA WEIGHTING		High	Mod	Low
Firm Affiliation		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Coverage Focus		<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Visibility		<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Objectivity		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Role-Based Influence		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

Clear Analysts

ANALYST	FIRM	▼	COVERAGE FOCUS			COVERAGE COMMENTS	VISIBILITY			OBJECTIVITY			ROLE BASED INFLUENCE						Buyer Influence Rating	Market Influence Rating					
			High	Mod	Low		High	Mod	Low	High	Mod	Low	BUYER		MARKET		MARKETS								
			High	Mod	Low		High	Mod	Low	High	Mod	Low	High	Mod	Low	High	Mod	Low			High	Mod	Low	NA	EMEA
John Doe	Gartner	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	87	96
Mary Johnson	*****	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	75	65	
Grace Cho	*****	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	71	71	
Kumar Prabhakar	*****	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	90	81	
George Smith	*****	▼	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	69	69	
Alexander Maard	***	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	90	81	
Kelly Allison	***	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	90	81	
Guy Cohen	***	▼	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	65	65	
Larry Murphy	***	▼	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	65	65	
Lisa Abern	***	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	74	93	
Mark Peters	***	▼	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	54	63	
John Hamilton	***	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	75	85	
Chris Parker	***	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	62	81	
Brandon Phillips	*****	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	62	62	
Scott Oliver	*****	▼	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	56	56	
Sloan Davis	*****	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	68	58	
Sean McKinsey	*****	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	62	52	
Harold Himes	*****	▼	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	46	37	
William Tarmar	*****	▼	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	71	71	
Joshua Jones	*****	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	46	46	
Stephanie Davis	*****	▼	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	62	62	
		▼	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
		▼	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
		▼	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
		▼	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
		▼	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			

Analyst Influence Rankings

Market: ERP

ANALYST	ANALYST FIRM	BUYER INFLUENCE
Alexander Maard	AMR	90
Kelly Allison	AMR	90
Kumar Prabhakar	Gartner	90
John Doe	Gartner	87
Mary Johnson	Gartner	75
John Hamilton	IDC	75
Lisa Abern	IDC	74
Grace Cho	Gartner	71
William Tarmer	Ovum	71
George Smith	Gartner	69
Sloan Davis	Aberdeen	68
Guy Cohen	AMR	65
Larry Murphy	AMR	65
Sean McKinsey	Aberdeen	62
Brandon Phillips	Forrester	62
Chris Parker	IDC	62
Stephanie Davis	Ovum	62
Scott Oliver	Forrester	56
Mark Peters	IDC	54
Harold Himes	ARC Advisory	46
Joshua Jones	Ovum	46

Sort Analysts by Buyer Influence

ANALYST	ANALYST FIRM	MARKET INFLUENCE
John Doe	Gartner	96
Lisa Abern	IDC	93
John Hamilton	IDC	85
Alexander Maard	AMR	81
Kelly Allison	AMR	81
Kumar Prabhakar	Gartner	81
Chris Parker	IDC	81
Grace Cho	Gartner	71
William Tarmer	Ovum	71
George Smith	Gartner	69
Guy Cohen	AMR	65
Larry Murphy	AMR	65
Mary Johnson	Gartner	65
Mark Peters	IDC	63
Brandon Phillips	Forrester	62
Stephanie Davis	Ovum	62
Sloan Davis	Aberdeen	58
Scott Oliver	Forrester	56
Sean McKinsey	Aberdeen	52
Joshua Jones	Ovum	46
Harold Himes	ARC Advisory	37

Sort Analysts by Market Influence

Analyst List Generator

Market: ERP

ANALYST LIST PARAMETERS		
List Name:	Full ERP Market List	
Market:	Market: ERP	
Owner:	George McGillicutty	
Date:	8/21/2003	
Influence:	<input checked="" type="radio"/> Buyer Influence <input type="radio"/> Market Influence	
MARKETS	<input checked="" type="checkbox"/>	NA
	<input checked="" type="checkbox"/>	EMEA
	<input checked="" type="checkbox"/>	APAC
	<input checked="" type="checkbox"/>	Ent
	<input checked="" type="checkbox"/>	Mid
	<input checked="" type="checkbox"/>	Sm
Tier Allocations	Tier 1	6
	Tier 2	10
	Tier 3	

Build List

Apply Overrides

ANALYST	FIRM	INFL	TIER	OVR	Override Comments
Alexander Maard	AMR	90	1	1	
Kelly Allison	AMR	90	1	1	
Kumar Prabhakar	Gartner	90	1	1	
John Doe	Gartner	87	1	1	
Mary Johnson	Gartner	75	1	1	
John Hamilton	IDC	75	1	1	
Sloan Davis	Aberdeen	68	2	1	high impact in Manuf
Lisa Abern	IDC	74	2	2	
Grace Cho	Gartner	71	2	2	
William Tarmer	Ovum	71	2	2	
George Smith	Gartner	69	2	2	
Guy Cohen	AMR	65	2	2	
Larry Murphy	AMR	65	2	2	
Sean McKinsey	Aberdeen	62	2	2	
Brandon Phillips	Forrester	62	2	2	
Chris Parker	IDC	62	2	2	
Stephanie Davis	Ovum	62	3	2	Lead analyst for APAC
Scott Oliver	Forrester	56	3	3	
Mark Peters	IDC	54	3	3	
Harold Himes	ARC Advisory	46	3	3	
Joshua Jones	Ovum	46	3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	

Analyst List Generator

Market: ERP

ANALYST LIST PARAMETERS		
List Name:	N.Am Ent/Midmkt Roadshow List	
Market:	Market: ERP	
Owner:	George McGillicutty	
Date:	8/21/2003	
Influence:	<input checked="" type="radio"/> Buyer Influence <input type="radio"/> Market Influence	
MARKETS	<input checked="" type="checkbox"/>	NA
	<input type="checkbox"/>	EMEA
	<input type="checkbox"/>	APAC
	<input checked="" type="checkbox"/>	Ent
	<input checked="" type="checkbox"/>	Mid
<input type="checkbox"/>	Sm	
Tier Allocations	Tier 1	8
	Tier 2	
	Tier 3	

Build List

Apply Overrides

ANALYST	FIRM	INFL	TIER	OVR	Override Comments
Alexander Maard	AMR	90	1	1	
Kelly Allison	AMR	90	1	1	
John Doe	Gartner	87	1	1	
Mary Johnson	Gartner	75	1	1	
John Hamilton	IDC	75	1	1	
Lisa Abern	IDC	74	1	1	
Grace Cho	Gartner	71	1	1	
George Smith	Gartner	69	1	1	
Brandon Phillips	Forrester	62	3	1	Need to visit Forrester
Stephanie Davis	Ovum	62	3	1	Need to visit Ovum
Sloan Davis	Aberdeen	68	3	3	
Guy Cohen	AMR	65	3	3	
Larry Murphy	AMR	65	3	3	
Sean McKinsey	Aberdeen	62	3	3	
Scott Oliver	Forrester	56	3	3	
Mark Peters	IDC	54	3	3	
Harold Himes	ARC Advisory	46	3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	
			3	3	